

The Greatest Reductions in July.

OUR MID-SUMMER CLEARANCE SALE.

PRICES DEEPLY CUT.

In Many Instances Below Cost.

A trip to E. T. Faulkner Company's Store means a money making trip, because it is bound to result in the largest money saving you have ever made.

A Sale *marvelous* in point of *quality*, *remarkable* in point of *variety* and *phenominal* in point of mid-summer clearing *Bargains*. Retail prices or cost to us are not even considered. Tomorrow is the day.

READY TO WEAR

department gets in the chase to give the best bargains in the store.

Percale Wrappers, genuine 59c
for 48c

75c. Batiste Kimonas 48c
for 25c

Percale and Gingham Waists for \$2.00
\$1.25

A small lot of 100 Gingham Skirts, special for 50c

\$1.25 Shirt Waists, newly made, for 98c

\$2.50 Silk Waists, special for \$1.98

Special Window Shades, 25c

WHAT PRICES.

10c. Dress Gingham, special 5c

12 1-2c. Duck, navy blue, 634c

50c. Long Cloth, a bargain 834c

Unbleached Cotton, thirty-six inches wide, 5c

10c Gauze Vest for 5c.

Tape neck and sleeves—two to a customer.

12 1-2c. Turkish Towels, large size, 10c

40c. White Dress Linen 25c

A lot of 12 1-2c. Embroidered for 878c

50c Wrist Bag for 25c

PROFITS HAVE

been torn all to pieces in our silk department.

Silk Mousseline, a full line of popular colorings, 10c. value, for 1134c

Dotted Mousseline, in short lengths, the regular 25c. value, for 15c

Embroidered Mousseline, in champagne colors, 50c. value, for 19c

Shantung Silk, this comes in short lengths, 35c. value, for 25c

10c Laces, 4 1/2c

IF YOU WILL

only pay our White Goods department a visit our special prices will surprise you.

12 1-2c. White Madras, 534c

10c. White Lawn, sheer and fine, 5c

10c. Wash Organdy, forty inches, for 834c

10c. Dotted Swiss, small dots, for 9 1/2c

25c. French Organdy, 2 yards wide, for 12 1/2c

50c. French Organdy, soft finish, for 25c

Men's 50c Gauze Shirts, Monday, 25c

Cannon Cloth, special for 934c

50c and 75c Valenciennes Lace for 35c.

READ CAREFULLY

how ridiculously low we have cut prices on Wash Goods.

Sheer Lawns, neat effects, 478c

12 1-2c. Sheer Batiste, short lengths 534c

12 1-2c. Lawns, forty inches wide 5c

15c. Sheer Batiste, light effects 734c

25c. Figured Organdies, Monday 12 1/2c

10c. Madras, thirty-six inches wide, 634c

15c. Flaked Bourettes cut 12 1/2c

12 1-2c. Flaked Voile cut to 834c

Misses Lace Hose, White, 10c

MANUFACTURER'S SAMPLES

Muslin Underwear sale now going on. Drawers, Corset Covers and Gowns cut to 25c

MANUFACTURER'S SALE

of Sample Skirts, White Duck, Pique and Linen; also some Colored Skirts, ranging in price from \$1.00 \$6.00

Worth almost double.

Men's \$1.00 Shirts for 60c

25c. Wide Cluny Lace 15c

E. T. FAULKNER CO.,

Boys' 50c. Shirts, 25c.

THE DAYLIGHT CASH STORE,

FIRST AND BROAD STREETS.

WE ARE AGENTS FOR STANDARD PATTERNS.

Men's Madras

Ties, 5c. value,

2c.

MILLIONS TO BE MADE IN ROCKY MOUNTAINS

Thomas S. Walsh, the Mining King, Talks With Mr. Carpenter on Gold Mining.

GIVES ADVICE TO YOUNG MEN

Some Practical Advice to Young Men—How the Camp Bird Mine Was Discovered.

By Frank G. Carpenter.

Washington, D. C.

"I have been an employer for many years. I have no trouble with my labor and I have never had a strike."

These were the words of one of the richest mine owners of the United States—a man who has made many millions of dollars out of gold mines, and who has mines out of which he is now taking millions more. I refer to Thomas S. Walsh, the owner of the Camp Bird and other valuable properties in Colorado, that State where mining troubles are rampant. When he said this we were sitting in the parlor of his great mansion on Massachusetts Avenue, talking of gold mining as a business and of his experiences in it.

"How do you accomplish that result?" I asked.

"In the first place," replied the mine owner, "I treat my men as though they were human beings. I realize that their work is hard and that their conditions should be made as easy as possible. I have been doing what many employers in Europe and the United States are now doing; that is, trying to better the sanitary and living arrangements of my employees. The ordinary mining boarding house is a shack with poor rooms and poor cooking. I have seen that my men are well housed and well fed. They have places to dry their clothes as soon as they come out of the mines. We have baths, with porcelain tubs and other modern conveniences. The rooms in which they live are lighted with electricity and heated by steam, and their meals are well cooked."

"Do you pay higher wages than other operators?"

"I think not," said Mr. Walsh, "although we pay the highest current rates. We were among the first to adopt the eight-hour day, and did so just after it was decided in the courts that it could not be enforced."

"What is the cause of the mining troubles in Colorado?" I asked.

"They come from a variety of sources," was the reply, "and they have been largely fomented by the leaders of the miners' unions. I think both operators and miners have been to some extent in the wrong. The situation is a deplorable one."

Closed Shop and Sympathetic Strike.

"What is the matter with the unions?" "There is nothing the matter with them as unions," replied Mr. Walsh. "I have no objections to such organizations, provided they are carried on upon proper lines, but the unions insist upon many things which I do not believe in. I am against the closed shop, I do not approve of the sympathetic strike nor the boycott, and I think every man should have the right to work and be sustained in it whether he belongs to the union or not. I would not lower wages, and I should like to see the condition of the



MR. THOMAS F. WALSH.

Latest Photograph of the Mining King.

—Copyrighted by Buck, 1904.

working people raised, not only here, but in Europe as well. Conditions in Europe are worse than they are here. Indeed, one of the chief difficulties of raising our labor is the competition which comes in with the cheap labor from abroad."

"How can such improvement be made?" By the Civic Federation, I suppose?

"Yes, the Civic Federation can do and is doing good," said Mr. Walsh. "It is bringing the employer and employee together. The employer sees that the employee has not horns and hoofs, and the employer is learning that the employee at the bottom is the same kind of a man that he is, and that he should be treated as such."

The Genesis of a Millionaire.

"Tell me something about yourself as a laborer," Mr. Walsh. I understand you have done considerable work with your hands?"

"Yes, I have," replied the mining millionaire. "My success, such as it is, has come from hard work, allied to my natural ability in discovering and testing the

precious metals. I have been engaged in this occupation for many years and have traveled all over the Rocky mountain region again and again, exploring mining properties, and now and then investing in them."

"How did you start mining?" I asked.

"I have always been more or less interested in geology, and as I look back over my life it seems to me as though my fate was early cast in this direction. My father was a farmer in Tipperary county, Ireland. I was born there about fifty-three years ago, and was educated in the common schools. It was the custom to send the teachers in Dublin every year or so for a course of normal training, and once I remember our teacher brought back a chunk of granite. The country about us was all limestone, and this granite was a great curiosity. With that began my first study in stones, and perhaps my first step toward mining."

"Shortly after that my father apprenticed me to a millwright, and thereby put me up another step, although at the

time it was thought I was making a descent in the social scale. You see, the farmer in Ireland considers himself above the mechanic, clerk or tradesman. Had I remained on the farm I might have been a wealthy man, for I would have been a farmer, without any mechanical knowledge, and I should be no better off to-day, perhaps, than thousands of poor Irish farmers in different parts of the United States. By making a millwright I was forced to learn all about building mills and hanging millstones, knowledge which became very valuable when I had to construct works for operating mines. I worked with the millwright employer for four years and then crossed the Atlantic."

Shingling Houses in Massachusetts.

"How did you happen to come here?"

"The time was just after the close of the 'War,' said Mr. Walsh. "After the land had many men in the Union army, and the whole country was little more than a county of the United States. I had brothers in the army, and we read the newspaper reports of the battle. I got the American fever at a very early age, and at nineteen crossed the Atlantic to Massachusetts. My first work was as a carpenter, and much of it was shingling houses. This was new to me, as we have no shingling in Ireland, and I had to learn the materials for roofing. It was easy to learn, however, and I had no trouble. I stayed there two years working for \$3.50 or \$4 a day. That seemed a lot of money to me then."

"Did you come to leave Massachusetts?"

"It was through one of my brothers who had been in the Union army. He went to Colorado at the close of the war, and wrote me to come to him as a helper and a contractor. I did very well at that, and built more or less after I began to dabble in mines. One of my most successful buildings was a big hotel at Leadville, Col. I built also in the Black Hills region, where I went to prospect for gold."

Prospecting for Gold.

"What kind of a prospector are you, Mr. Walsh?" I asked.

"I have never been a prospector in the ordinary sense of the word," was the reply. "I mean, I have never traveled over the country with a pick on my back digging about here and there to find gold. I have examined many mining properties and have been successful in some of them. But I have always been on horseback and by train. I have done but little of the dirty work of mining. Shortly after I went to Colorado I began to study geology, mineralogy and metallurgy, from a practical standpoint. I soon found that I had a natural intuition, perception, you might call it—as to the values of ore in the rock. The Lord gave me this, and I take no credit for it. It enables me, however, to tell a good thing when I see it, and my mining experiences are made up of the hunt for good things and investing in them. In my prospecting I have never asked to whom the mines belonged. I have gone in and tested them, and if I thought they were good investments, I have bought them and developed them. As a result I have been very successful."

"Then your fortune was not made in a minute, Mr. Walsh?"

"No, I have met with success and failure, but as a rule success on and better. I had made enough to retire, and in fact, had left the West and come East to live. I had then an income of steadily doing better and better. I had made enough to retire eighteen years ago, about \$15,000 a year, which at that time seemed to me a very good thing. Then the panic came on and my fortune was lost. As a result, I went back to mining. I have succeeded very well since then. I consider mining my business, and expect to keep at it for years to come."

A Modest Millionaire.

As Mr. Walsh thus modestly spoke my mind went over the stories which are current as to his vast mining properties, his lavish expenditures here and in Paris and his enormous income. The house in which we were sitting is said to have cost a million dollars. It has been reported that he once refused \$35,000,000 for the Camp Bird mine, which is only one of his properties, and I have heard his income estimated at from \$100,000 to \$1,000,000 per month.

These matters were too personal for me to touch upon in my conversation with him. Mr. Walsh is one of the most unostentatious men I have ever met, and he is, I venture, as simple and plain in his manners now as he was when he shingled houses near Boston at \$4 per day. He is a man of fine mind and good education; although the same has been acquired in the college of experience and private study rather than in a classical university. He talks slowly, but very interestingly and in mining matters as scientifically as a mining engineer. He is a mining engineer, holding a membership of the American Association of Engineers, and also president of the Irrigation Association of America. You might talk to him for hours, and if you did not know him, you would not learn from him that he had made millions in mines, that he was one of the richest men of the country, that he has hobnobbed with kings in Europe and that he has by all odds the finest mansion at the capital of the United States.

Mining as a Business.

"What kind of a business is mining, Mr. Walsh?" said I, continuing the conversation.

"It is one of the best of businesses," said this man who is, of it, "it is an honest business."

"If you do not have to cut your neighbor's throat, nor fight with him, making it possible, your success is out of his mind. The successful miner is always adding to the wealth of the country. He takes the treasures out of the ground and distributes them for the good of mankind. I am glad to have it as my business."

"How about the chances of success?"

"I think they are greater than in almost any other business," said Mr. Walsh. "I mean for the careful, conservative and intelligent operator. I mean the man who engages in mining as he would in any other business, who studies the subject, who carefully investigates before he invests, and who at the same time has a moderate amount of business judgment. There is no reason why such a man should not succeed."

"But thousands fail!" said I.

"That is true," said Mr. Walsh. "There are many failures in every business. It is said that 95 per cent. of our merchants fail some time in their lives. I doubt if the percentage of failures is greater among miners. One trouble is that those who invest in mines are not careful enough. They are not investigating enough. If you test a mine properly, going down alongside of the vein and taking out a sample, and if you have a good estimate its value just as closely as you can that of any other investment. There is always a speculative value beyond, and

as a rule you should pay for only that which is in sight."

Advice to Young Men.

"Then would you advise young men to take up mining as a profession?" "I don't see why they should not," said Mr. Walsh. "Their success will depend largely upon themselves, but I see no reason why they should not make a great success in mining as in other trades and professions. There is a vast amount of gold and silver in the world. I don't think it will ever be exhausted. The main trend of the Rockies has been scratched over and parts of it have been pretty well prospected; but there are innumerable spurs and cross ranges, the contents of which are unknown. There is many a little valley or side hill in the Rockies not yet dug into which may contain gold, and no one knows how much. Some of the best of my properties do not cover as much land as the surface as two Washington city blocks. There may be little unknown valleys in the Rockies out of which will be taken hundreds of millions of dollars' worth of gold ore."

"What do you think about Alaska?"

"I feel sure there is a great amount of undiscovered gold in Alaska. That which comes from the north of the continent is the washing of quartz deposits somewhere in the interior. They are sure to be discovered sooner or later."

A Word About the Camp Bird Mine.

"Tell me how you discovered the Camp Bird mine, Mr. Walsh?"

"I bought that property as a silver and lead proposition," was the reply. "It had been unsuccessfully mined for silver and lead and millions of dollars had been spent in tunneling the region and in taking out ore. I thought by consolidating the mine we could perhaps make a profitable investment out of them, although they had not been profitable before. In going over the mine, the reason I found gold in a form which the operators had not noticed. You can see what I mean by this piece of rock."

Here Mr. Walsh crossed to a room to a cabinet set into the wall. It was filled with nuggets, lumps of rock, some in the rough, and some highly polished. Little gold bricks and other mineral specimens. He picked up a piece of stone which looked like a chunk of broken quartz with a black rusty stain upon it.

"That stain," continued he as he pointed to it, "is gold. It is a solid piece of rock. There is also gold in smaller quantities scattered through the quartz, as you may see from this polished piece of rock."

He here went the surface, and I could see the little gold specks shine out.

"The most gold is in the rusty stain."

"The first miners did not notice that. They did not think they had any gold worth mining, and in their search for silver and lead they threw away as waste thousands of dollars' worth of stuff which we have since ground up and sent to the smelters. In going over the region seeing this rock, I told my assistant that I was sure it contained gold. Shortly after that I had to go east on account of my health, and I left instructions to have the region prospected, and assays made. When I returned the samples were ready for me, but I would not look at them until I had gone out and made further investigation for myself. I found that my first idea was correct; that there was gold and lots of it. I developed the property, and we have taken some millions of dollars out of it. Altogether more than ten million dollars have been taken out of that immediate region since I discovered that gold was in that piece of rock."

Are there many discoveries of that kind, Mr. Walsh?" I asked.

"Not many," was the reply, "but every now and then gold is found in a form or in a region not supposed to contain it. The Cripple Creek country was tramped over for years before it sprang forth into a great mining camp, and the same may be said of some of the Utah gold regions and others. It was a long time before the discoveries in eastern Australia that the great gold resources of western Australia were ascertained; and the mines of South Africa are of comparatively recent date. Indeed, we suppose that we now know where the chief gold of the world is, but we cannot be sure."

A Great Gold Trust.

"Will the time ever come when the gold mines of the world will be controlled by some mighty trust, or when a gold syndicate may control the mines of the United States?"

"I think not," said Mr. Walsh. "There is no reason for such a combination. Gold mining to a large extent is an individual proposition. The smelting is usually done near the mines, and there are different forms of production for different ores. You can carry iron and steel to one great melting center, and there are reasons why combinations of capital can greatly decrease the cost of production and the proportionate profits. It is not so in mining. The only thing that a trust could save there might be in the cost of administration. I don't think a great trust at all practicable, and I doubt if it would pay."

FRANK G. CARPENTER.

THE HORSE SHOW AT ATLANTIC CITY

Society Deeply Interested in

This Event—Guests From

Richmond.

(Special to The Times-Dispatch.)

ATLANTIC CITY, N. J., July 20.—Atlantic City has been deeply interested in the Horse Show during the past week, as it is the society event of the season, and as usual has been well attended. Among the entries this year are several from the large stock of thoroughbreds of A. E. Ashbrook of Missouri and Virginia. In these western visitors are considerably interested and betting in a small way as to the owners of the entries taking prizes against those from the East.

Mrs. John Spratley, of Elberon, Va., has entered her saddle horse, Gypsy, in the class, while A. E. Ashbrook has several entries in the first and second class roadsters, the middle weight hunters and thoroughbreds. Mrs. Spratley is here in person to show off and take charge of her exhibit during the week.

During the closing days of the summer convention, several of the Temples, one from Detroit, marched into the ocean in their bright and pretty costumes. A sample which comes from Richmond, Va., were loudly applauded in their drills. Among the officers elected to the Imperial body at the close of the sessions was Geo. J. Sheet, of Richmond, who is elected as Imperial Recorder.

During the coming week the League of Mayors meet and on the week commencing August 1st the Postmasters Association of the United States holds its annual convention. The annual show of babies which always creates more or less of a sensation here has been delayed owing to the difficulty this year in getting material to make a good showing. Babies are a scarce commodity this season, at least presentable stock.

An eloquent which created considerable gossip during the week was that of John Segum, for many years engaged in business in Indianapolis and well known to the farming interests of Virginia. He came to visit his fiancée, Miss Catherine Chandler, of New York, a few days ago, and as the parents of the young lady objected to their keeping company, they eloped and were married here at the Rudolf, they returned to New York to seek the forgiveness of Miss Chandler's parents.

Among the guests here from Richmond are Col. A. G. Evans, who is a sojourner at the Elberon. He saw active service in the Confederate army.

A party at The Belmont are Mr. and Mrs. H. W. Rountree, Miss Rountree and Mrs. A. W. Aver.

At the Dunlop T. C. Walford and Mrs. H. A. McCurdy and daughters have registered for a few weeks.

Mr. and Mrs. Wm. Saunders and family have come down for a few weeks, and are at The Tabor Inn.

Mr. James Pleasant is at The Dennis, and G. S. Sheet is stopping for a few days at The Belmont.

Miss Miller and Miss Coup are at The Avon Inn, and S. C. Lake is staying a week longer at the same hotel.

R. H. Lewis has registered at The

THE GREAT SPECIAL SALE OF PIANOS CONTINUES.

Last week we disposed of a great deal of our stock, but there are some fine Pianos still to be had at bargain prices.

YOU SHOULD REMEMBER

that this sale is actually forced on us. We were compelled to make extensive improvements in our store, and our stock of Pianos is in the way of the workmen. It is a case of disposing of the stock at a sacrifice or paying for storage room, and we prefer to sell the Pianos.

The Special Sale Prices Will Continue This Week.

\$600 Pianos will be sold at.....\$490
\$550 Pianos will be sold at.....\$390
\$450 Pianos will be sold at.....\$325
\$350 Pianos will be sold at.....\$269
\$300 Pianos will be sold at.....\$237
\$250 Pianos will be sold at.....\$190

4 More of those Elegant Pianos, Such as We Sold Last Week, to Go at \$150 Cash Each.

These four Pianos are superb instruments, full sized and embodying all the latest mechanical improvements and besides we guarantee them for ten years.

Your Particular Attention is Called To Our Terms.

We will sell Pianos on terms as low as \$1.50 per week.

Organs can be bought as low as fifty cents per week.

Square Pianos as low as \$2.00 per month.

Compare Our Prices and the Grade of Goods With Prices Quoted You Elsewhere.

and you will discover that it means simply the saving of \$25 to \$200 on your purchase.

Our sale embraces all the elegant Pianos manufactured and distributed by THE CABLE COMPANY. PIANOS THAT HAVE GIVEN SATISFACTION ALL OVER THE WORLD AND HAVE ENABLED THIS COMPANY TO BECOME THE LARGEST MANUFACTURERS OF PIANOS AND ORGANS IN THE WORLD.

This is your opportunity, don't miss it.

THE -CABLE- COMPANY,

213 EAST BROAD STREET,
Largest Piano and Organ Manufacturers in the World.
J. G. CORLEY, Manager.

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Tee-Dee Want Ads

Are a cheap and effective way for merchants to keep their name before the public during the summer months.

Phone 549 for the Want Ad Man.



Well the fact that the Carey Magnesia Flexible Cement Roofing is fire-proof, water-proof and acid-proof, will last a life time. Best covering you can buy. Samples and catalogue for the asking.

Baldwin & Brown,

Opposite Old Market, Richmond, Va.
Hardware, Roofing, Tin Plate, Fencing, Wire, Nails, Etc.

Hamilton, and J. Watson is at The Tray.

Miss Moseley is a guest at The Baltimore Inn, and Mr. and Mrs. J. M. Reed of Alexandria, is at The Holmurst, and

I. S. Smith, from same city, is at The Seaside.

Mr. Tanner, a cotton goods manufacturer from Richmond, is at the Strand with his wife and family.